

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

AMEMBASSY BONN

UNCLAS STATE 089512

E.O. 11652:N/A

TAGS: BEXP, JA, GW

SUBJECT: JAPAN COMMERCIAL CONFERENCE

REF: MELLOR-BILLER LETTER 3/26/76

1. JAPAN COMMERCIAL OFFICERS CONFERENCE IN TOKYO AS DESCRIBED IN YOUR LETTER IS AN EXCELLENT IDEA. SIMILAR CONFERENCES ARE HELD TWICE A YEAR IN GERMANY, WITH COMMERCIAL OFFICERS FROM ALL EIGHT POSTS ATTENDING. THIS HAS BEEN FOUND TO BE AN IMPORTANT MECHANISM FOR IMPROVING COUNTRY-WIDE COORDINATION OF THEIR COMMERCIAL PROGRAM GIVING BONN AN OPPORTUNITY TO EXCHANGE VIEWS WITH THE POSTS ON CURRENT ACTIVITIES, AND TO DEVELOP NEW INITIATIVES FOR CARRYING OUT CCP ACTIVITIES.

2. ALMOST SINCE THE INCEPTION OF THE CCP, GERMANY HAS USED THESE CONFERENCES AS MEETINGS OF THE COUNTRY COMMERCIAL ACTION GROUP (CCAG), AND HAS TIMED THEM TO COINCIDE WITH THE CCP REPORTING CYCLE. IN OTHER WORDS, A MEETING

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IS HELD LATE IN THE FISCAL YEAR TO APPROVE THE FOLLOWING

YEAR'S CCP DRAFT, AND A MEETING IS HELD AT MID-YEAR TO ASSESS CCP PROGRESS. ONE OF OUR OFFICERS IN OCA HAS JUST RETURNED FROM FRANKFURT WHERE HE ATTENDED SUCH A MEETING AT WHICH THE FY-77 CCP WAS DISCUSSED, AMENDED, AND APPROVED BY THE CCAG. IF YOU COULD HOLD YOUR MEETING ABOUT THE TIME THAT USDOC REPRESENTATIVE IS SCHEDULED TO COME OUT TO TOKYO TO APPROVE THE FY-77 CCP FOR JAPAN, IT MIGHT BE POSSIBLE FOR OCA TO SEND A REPRESENTATIVE AS WELL. USDOC CURRENTLY PLANS TO SEND AN OFFICER TO TOKYO FOR THIS PURPOSE AROUND JUNE 7, AND IT MIGHT BE POSSIBLE FOR OCA TO HAVE AN OFFICER THERE AT ABOUT THE SAME TIME. WOULD IT BE POSSIBLE TO DELAY YOUR MEETING UNTIL JUNE 7 TO COINCIDE WITH PROJECTED VISIT FROM COMMERCE AND POSSIBLY OCA OFFICER?

3. OUR EXPERIENCE WITH GERMAN COMMERCIAL CONFERENCES HAS SHOWN THAT ALL TOPICS RELATING TO THE COMMERCIAL PROGRAM CAN BE DISCUSSED WITHIN THE CCP CONTEXT WITH THE ADDITIONAL ADVANTAGE OF ENABLING ALL WORKING LEVEL COMMERCIAL OFFICERS TO EXPRESS THEIR VIEWS ON THE ENTIRE CCP PACKAGE. GERMAN MEETINGS ARE CONFINED TO WORKING LEVEL COMMERCIAL OFFICERS--PRINCIPAL OFFICERS FROM CONSTITUENT POSTS ARE NOT INVITED. THE ECON MINISTER, COMMERCIAL COUNSELOR, AND COMMERCIAL ATTACHE FROM BONN ALSO ATTEND.

4. THE WORKSHOP TECHNIQUE HAS BEEN USED AT THE GERMAN CONFERENCES WITH GOOD RESULTS, THOUGH THEY TEND TO TAKE UP A GREAT DEAL OF TIME. WORKSHOPS ARE USED ONLY WHEN SPECIAL PROBLEMS ARISE WHICH DEMAND AN IN-DEPTH DISCUSSION.

5. PAPERWORK IS KEPT TO A MINIMUM AT THE GERMAN CONFERENCE, AND IS LIMITED TO A FINAL REPORT ON THE MEETING. WORKSHOP GROUPS REPORT ORALLY TO THE CONFERENCE, AND RAPORTEURS ARE ASKED TO PROVIDE A SUMMARY OF WORKSHOP DISCUSSION TO THE OFFICER CHARGED WITH PREPARING THE FINAL REPORT ON THE CONFERENCE.

6. YOUR CONFERENCE WILL OF COURSE BE ORGANIZED TO REFLECT PARTICULAR NEEDS OF THE JAPAN COMMERCIAL PROGRAM, BUT SOME OF THE TECHNIQUES USED IN GERMANY DESCRIBED ABOVE

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MAY BE HELPFUL. KISSINGER

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